



PR/094409 | Sales Manager - Hand & Power tools (Automotive)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1513596

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:45

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a world leading provider of high-quality **Power Tools and Hand Tools**.

JOB RESPONSIBILITIES

We are seeking a dynamic and experienced Sales Manager to join our team. The ideal candidate will have a sound knowledge of the Hand/Power Tools market and a proven track record in sales. This role involves working closely with customers to understand their needs, providing technical support, and driving sales of the assigned product line.

- Manage sales of a range of automotive equipment products in industrial markets.
- Develop and implement business plans to achieve sales targets and objectives.
- Create product and sales strategies to expand business in targeted industrial segments.
- Design marketing and promotion programs to enhance brand recognition and drive sales volume.

- Increase market share and expand distribution channels and customer base.
- Develop and maintain key accounts.

JOB REQUIREMENTS

- Bachelor's degree in Mechanical Engineering or a related field.
- At least 2 to 3 years of experience in industrial sales, specifically with automotive service equipment.
- Proven experience in managing distribution channels and working with resellers/dealers.
- Strong team player with a mature demeanor, capable of working independently under pressure.
- Proficient in both spoken and written English.
- Owns a vehicle.
- Willingness to travel within Vietnam.

Interested candidates are invited to submit their resume through our job portal.

We look forward to hearing from you!

#LI-JACVN

Company Description